

## Message Text

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PAGE 01 LOME 00356 061204Z

ACTION AF-10

INFO OCT-01 ISO-00 AID-05 EB-08 AGRE-00 COME-00 TRSE-00

DOE-11 SOE-02 OPIC-03 CIAE-00 INR-10 NSAE-00

INT-05 /055 W

-----061329 061211Z /13

R 021105Z FEB 78

FM AMEMBASSY LOME

TO SECSTATE WASHDC 3511

INFO AMEMBASSY ACCRA

AMEMBASSY LAGOS

C O N F I D E N T I A L L O M E 356

EO 11652: GDS

TAGS: EMIN TO

SUBJ: STATUS OF TOGOLESE PLANNING FOR PHOSPHORIC ACID FERTIL-  
IZER PROJECT

REF: LOME 139

1. AN INFORMED GOT SOURCE HAS TOLD EMBASSY THAT MEETING  
WILL BE HELD ON FEB 9 IN LOME AMONG COMPANIES INTER-  
ESTED IN PARTICIPATION IN \$250-300 MILLION PHOSPHORIC ACID  
FERTILIZER FACILITY. MEETING WILL BE HELD TO REVIEW ANALYSIS  
OF PROJECT BY JOHN BABBITT, AMERICAN CONSULTANT. TOGOLESE  
HAVE BEEN IMPRESSED BY BABBITT'S CRITIQUE OF PROJECT AND  
HIS SUGGESTIONS FOR CHANGES IN THE INDUSTRIAL OPERATIONS OF  
THE FACILITY AND RECOMMENDATIONS FOR ELIMINATION OF WHAT  
HE HAS SUGGESTED ARE EXTRANEIOUS ELEMENTS. REPORTEDLY THE  
CHANGES AFFECT SOME 40 PERCENT OF THE PROJECT.

2. PARTICIPANTS IN THE MEETING WILL BE: 1) SUBETRA  
(BELGIAN) AND SPIE BATIGNOLES (FRENCH)--CONSTRUCTION; 2)  
TECHNIF (FRENCH--CONSULTING ENGINEERS; 3) KLAACKNER (GERMAN))--  
SUPPLIER CREDITS FOR EQUIPMENT; 4) THE POLISH STATE  
CHEMICAL COMPANY--FOR THE SULFURIC ACID  
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PORTION OF THE PROJECT; AND 5) GARMIER (FRENCH) AND  
BABBITT (US)--BOTH OF WHOM ARE COMPETING FOR THE  
COMMERCIALIZATION OF THE PRODUCT.

3. THE GOT SOURCE SAID THAT BABBITT HAD PROPOSED A  
SYMBOLIC EQUITY PARTICIPATION BUT THAT HIS PRINCIPAL  
INTEREST WAS IN CONTINUING TO BE A CONSULTANT AND IN

COMMERCIALIZING THE PRODUCT.

4. MINISTER OF MINES MIVENDOR HAS VISITED LAGOS AND ACCRA FOR MEETINGS WITH THE HEADS OF STATE OF THOSE COUNTRIES TO DISCUSS THE PROJECT AND TO SUGGEST A CIMAO-LIKE REGIONAL INVESTMENT PLAN. BOTH GOVERNMENTS ARE REPORTEDLY INTERESTED AND MIVENDOR IS SCHEDULED TO VISIT LAGOS LATER IN THE MONTH TO DISCUSS THE PROJECT WITH THE NIGERIAN COMMISSIONER FOR ECONOMIC DEVELOPMENT.

5. COMMENT: ASKED WHERE PLANNING STOOD AT THIS POINT, THE SOURCE SAID THAT THE GOT HOPES THAT THE FEBRUARY 9 MEETING WILL ENABLE BASIC DECISIONS TO BE MADE. IF THE MEETING IS SUCCESSFUL, THE PROJECT WILL BECOME BETTER DEFINED AND FINANCING REQUIREMENTS WOULD BE MORE CLEARCUT. MAURICE ASSOR, ECONOMIC CONSULTANT TO PRESIDENT EYADEMA, TOOK A SIMILAR LINE IN A RECENT CONVERSATION WITH THE AMBASSADOR. ASSOR IS THE GUARDIAN ANGEL OF THIS PROJECT AND IS BABBITT'S SPONSOR. ASSOR APPARENTLY WISHES TO DIVERSIFY THE PRESENT EQUITY PROJECTION BY OBTAINING AMERICAN CAPITAL PARTICIPATION. PALMER

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## Message Attributes

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